Services MAC Industry Day #2

July 22, 2021

Welcome to Services MAC Industry Day!

- **This meeting is being recorded**

- **All information shared today is pre-decisional & subject to change**

- **Please use Zoom Q&A to submit questions**

- **This deck is posted on our Professional Services Interact page: https://interact.gsa.gov/groups/professionalservicescategory**

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Industry Day Agenda

Opening Remarks		**Tiffany Hixon** Assistant Commissioner
Program Goals & Updates		**Lee Tittle** Services MAC Program Manager
Proposed System Efficiencies		**Ivory Groomes** OASIS Program Manager
Evaluation Criteria Development		**Paul Szymanski** Services MAC Contracting Officer
Intent for RFI #2 Findings		**Jill Akridge** Stakeholder Engagement
Q&A		**Grace Parker & Brad deMers** Services MAC Acquisition Strategy

Opening Remarks

Tiffany Hixon
Assistant Commissioner
Executive Sponsor

We're communicating.

- **1800+** April Industry Day attendees
- **74** public Q&A
- **51** Interact, Twitter, LinkedIn posts
- **2** podcasts

We're listening.

- **900** RFI 2 responses
- **1093** RFI 1 responses
- **32** customer feedback sessions
- **27** industry focus groups & meetings

We're focused on the right things.

- ★ Agency needs
- ★ Relevant experience
- ★ Meaningful differentiators
- ★ Flexibility that lasts

Program Goals & Updates

Industry RFI questions:

- *Why is GSA creating another MAC?*
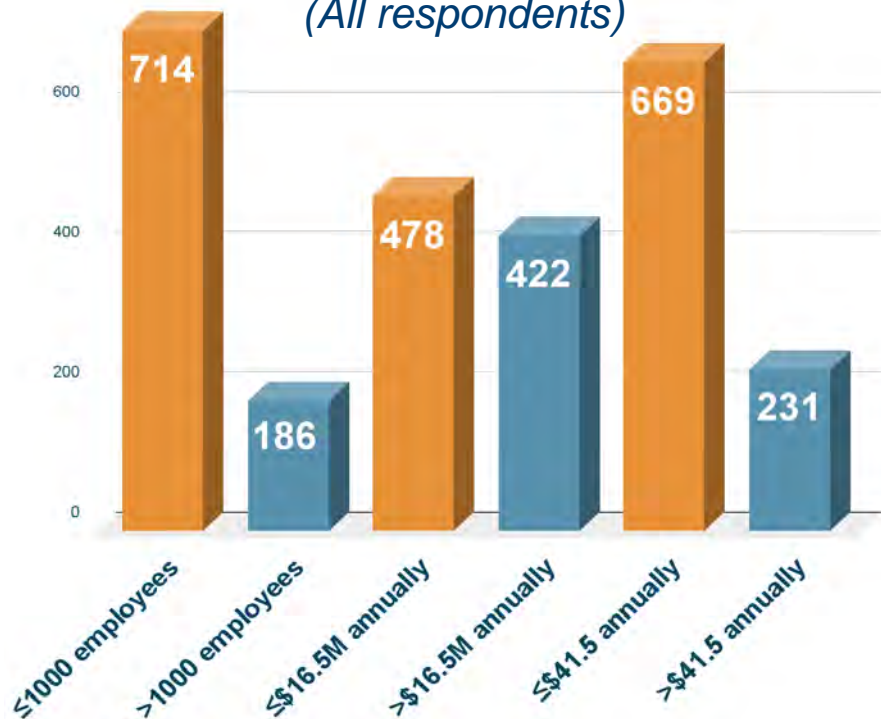
- *When is the estimated timeframe for award?*

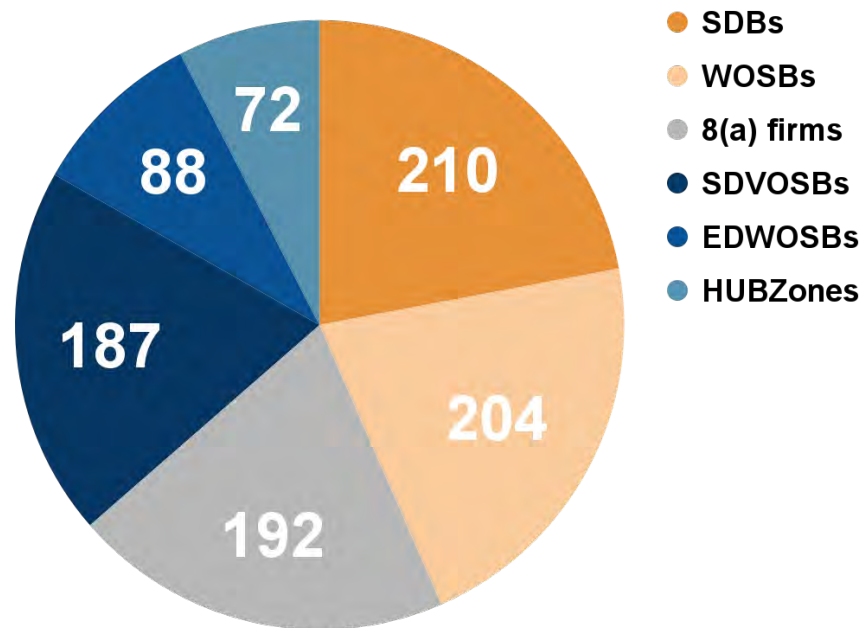
Lee Tittle
Services MAC Program Manager
PSHC-dev@gsa.gov

Services MAC RFI #2

900 responses received

Business Size
(All respondents)

Socioeconomic Breakdown
(Small business respondents only)

Services MAC Demand

Why create another MAC?

76,383 contractors
229,672 contracts
$308.9B
100% Market

1,817 contractors
38,585 contracts
$247.1B
Top 80%

24 contractors
1,113 contracts
$62.8B
Top 20%

Small number of suppliers managing large volume of contracts
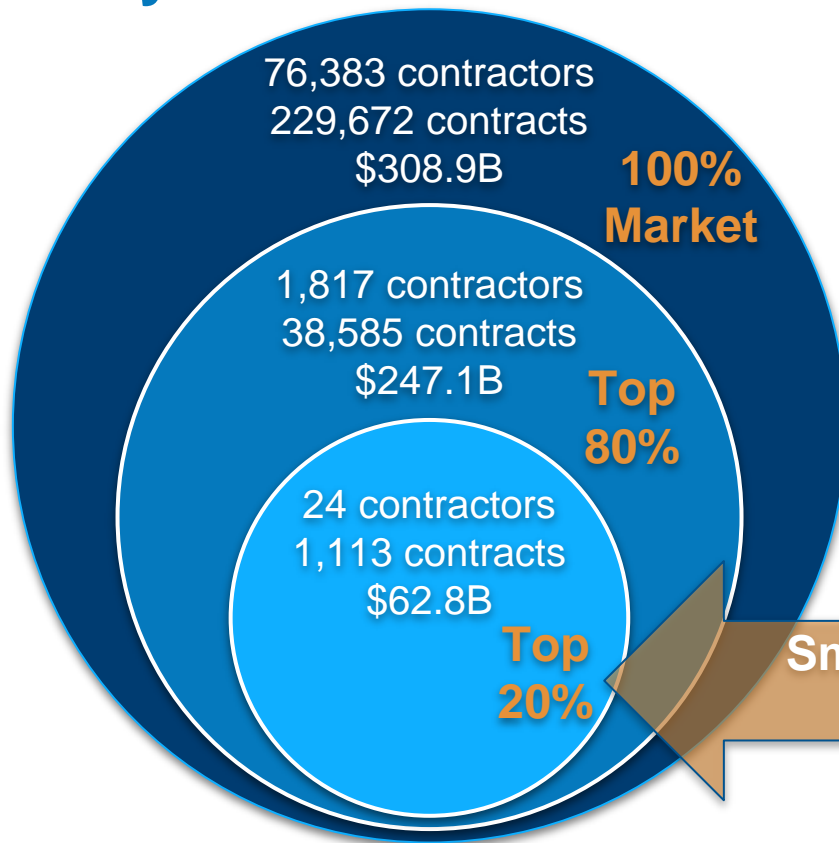
- OASIS ordering period ends in 2024

- Limited industry access to Best-in-Class contracts for services

- Multiple Award Schedules do not address all agency needs

Services MAC Goals

Reduce unnecessary contract duplication

Remove friction from the acquisition process & deliver an easier buying experience

Expand the industry base

Potential Contract Features

Streamlined contract environment for both small & other than small businesses

Continuously open solicitation

No ceiling & no cap on awards

Expanded Period of Performance
(award terms possible)

Domain qualifications with NAICS-based fair opportunity

Enhanced competition at the task order level

Improved systems & tools

Updated Milestones

Extended draft RFP phase to hone approach

NAICS Regulatory Change Effective October 1, 2022

Market Research — FY21

Draft RFP Phase — FY22

Final RFP — FY23

Awards Begin — FY23

OASIS U Ordering Period Ends — FY24

OASIS SB & OASIS 8(a) Ordering Periods End — FY25
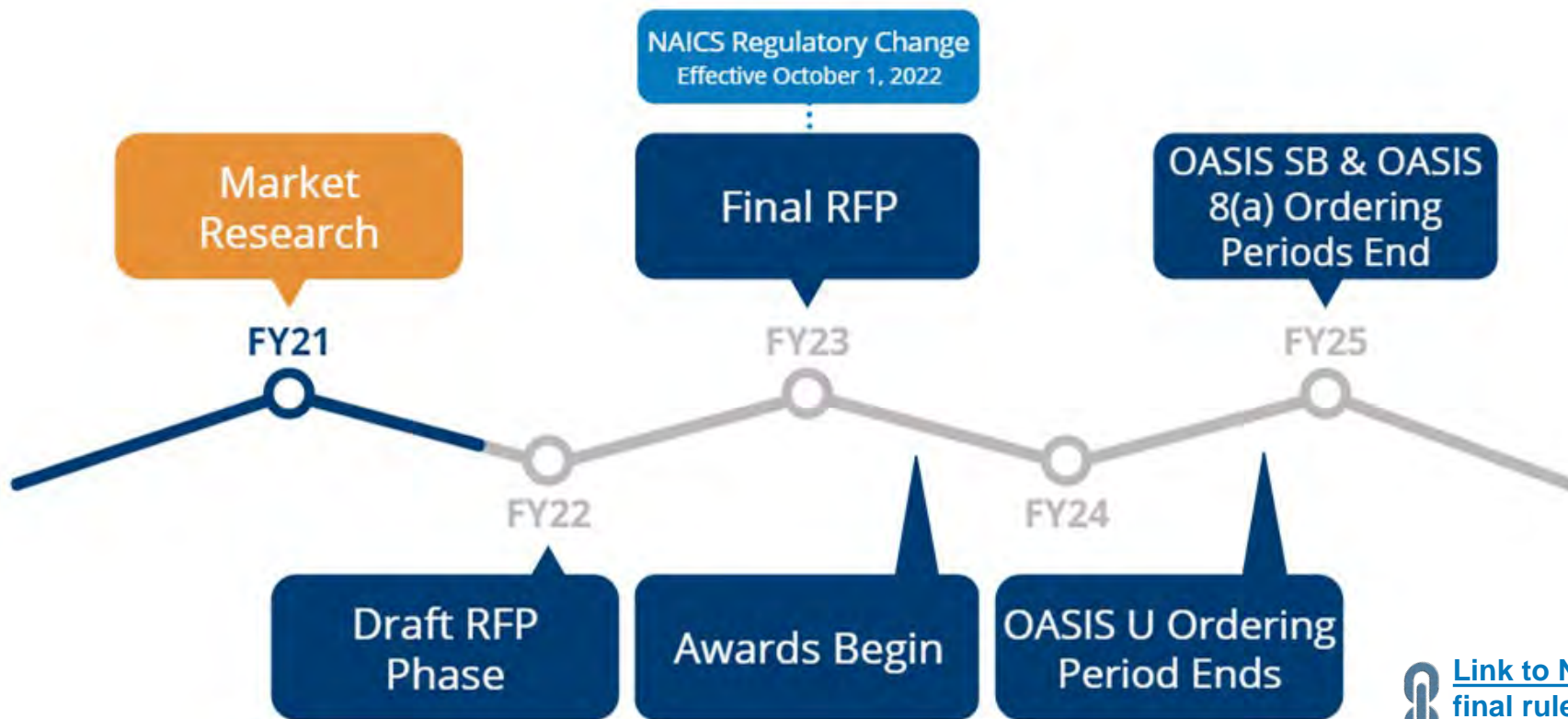
Link to NAICS final rule (FAR case 2014-002)

Proposed System Efficiencies

Industry RFI questions:

- *How do we organize an acquisition pipeline to better anticipate and support current and future customer requirements?*

- *How is this going to be easier for customers and industry?*

Ivory Groomes
OASIS Program Manager
PSHC-dev@gsa.gov

Proposed System Efficiencies

Automated RFIs, proposals, & profile management
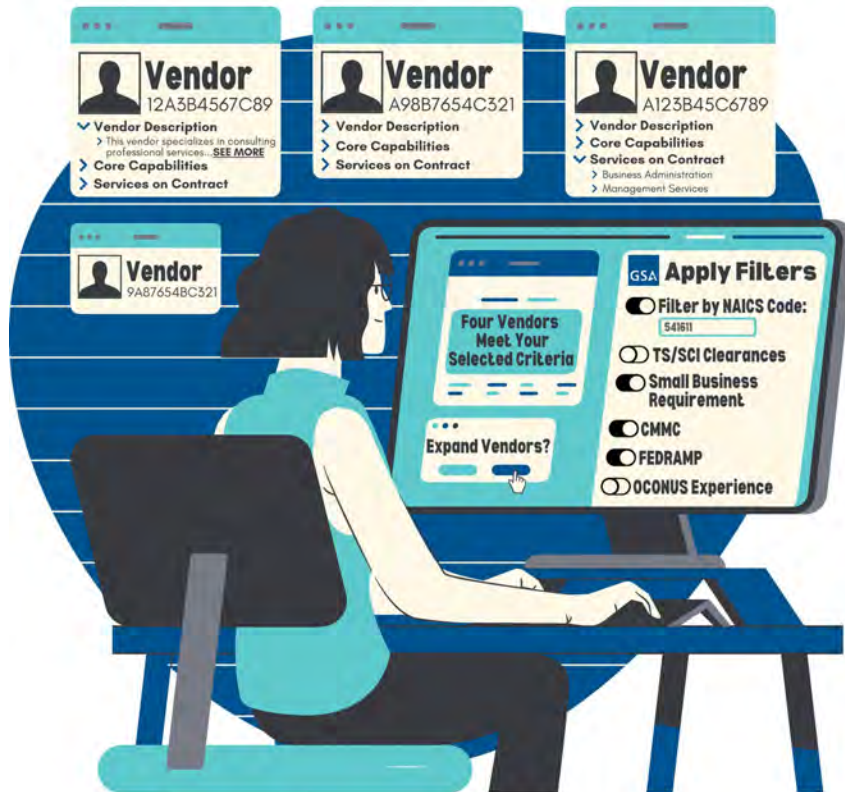
Planned features empower you to—

- Identify requirements matched to your company's capabilities

- Easily respond to RFIs

- Update qualifications as you onboard & grow

Evaluation Criteria Development

Industry RFI questions:

- *How do I win a seat?*

- *How will scoring work?*

- *Will I be allowed to submit experience where I was a subcontractor?*

- *What can you tell us about teaming?*

Paul Szymanski
Services MAC Contracting Officer
PSHC-dev@gsa.gov

Proposed Initial Scope

Domain structure aligned to services subcategories

OASIS Scope
- Technical and Engineering
- Research and Development
- Management and Advisory
- Financial Services
- Logistics

HCaTS Scope
- Human Capital
- Training

BMO Scope
- Facilities Services

Expanded Scope
- Environmental
- Intelligence Services
- Major Acquisitions
- Business Administration
- Social Services
- Marketing & PR
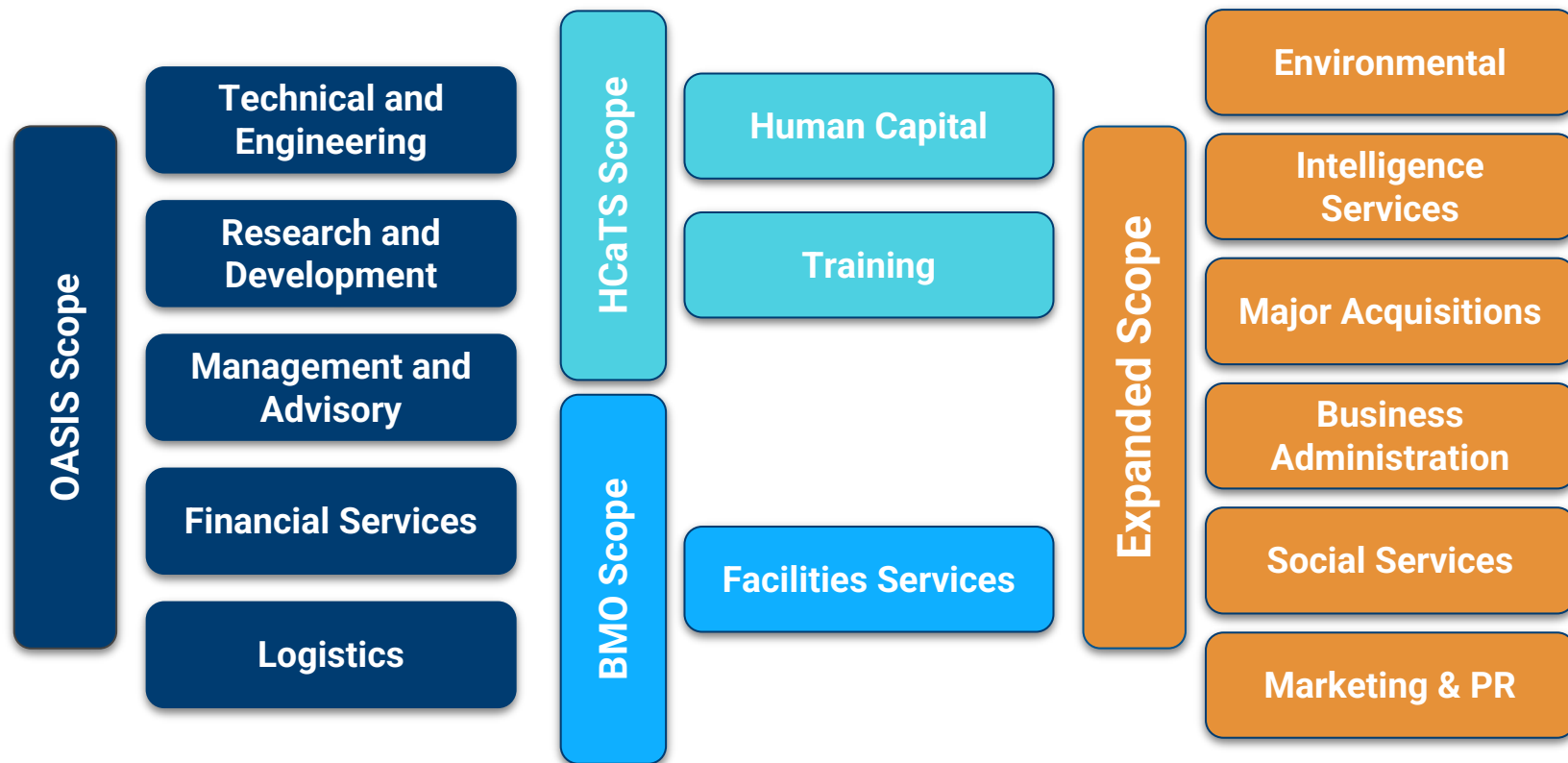
Proposed Contract Structure

One contract with Domains containing fair opportunity groups
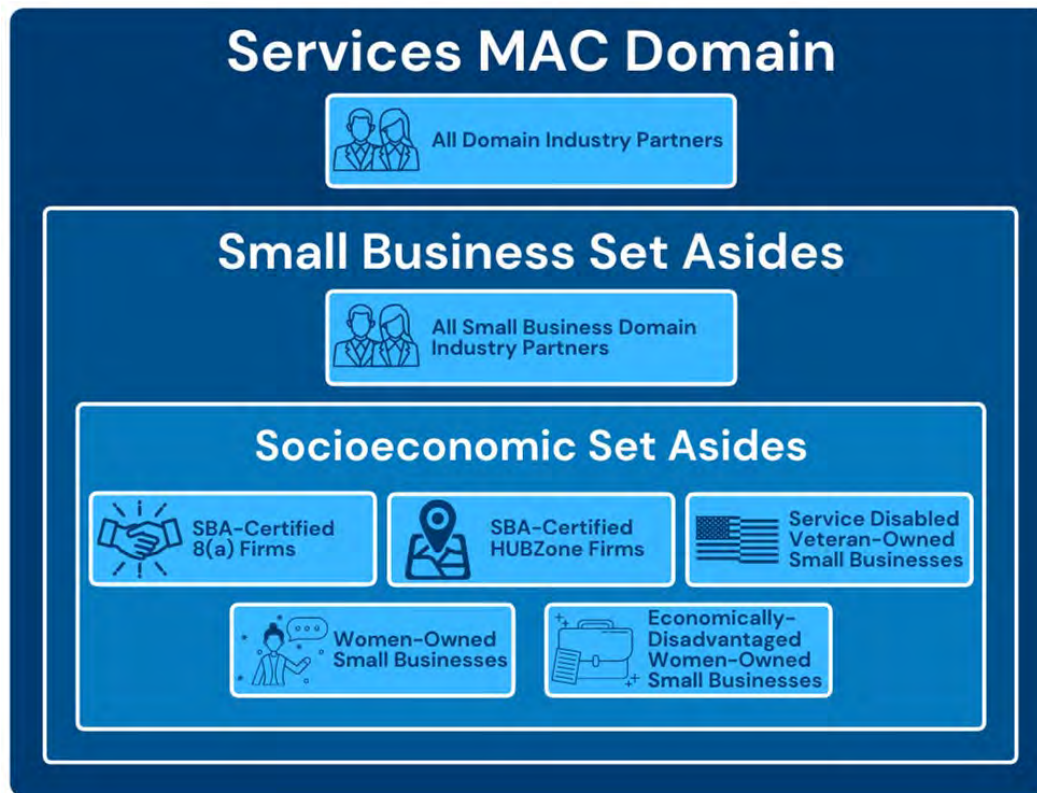
- **Industry qualifies for entire Domain**

- **Contractor can be small & other than small within a Domain**

  - Set-aside eligibility by order NAICS

  - Similar to MAS ordering environment

Example: Domain→NAICS Relationship

Qualify at Domain level

Technical & Engineering Domain

Scenario: **If 340 total companies qualify—**

Compete at NAICS level

541330 Engineering Services

Size Standard: $16.5M

230 small businesses

| 80 8(a) | 25 HUBZone | 120 SDVOSB | 90 WOSB | 40 EDWOSB |

Compete at NAICS level

541330 Engineering Exceptions

Size Standard: $41.5M

280 small businesses

| 100 8(a) | 30 HUBZone | 150 SDVOSB | 110 WOSB | 50 EDWOSB |

Compete at NAICS level

336611 Ship Building & Repairing

Size Standard: 1,250 employees

300 small businesses

| 120 8(a) | 35 HUBZone | 160 SDVOSB | 120 WOSB | 60 EDWOSB |

Note: *All numbers displayed for illustrative purposes only, >15 additional NAICS proposed for this Domain*

Evaluation Criteria Under Consideration

Our Thinking Today		Pending Decision
★ No award cap ★ Primary focus: *relevant* experience	**Overall**	➜ Teaming guidance
★ Unified format across all Domains ★ Domain-specific factors ★ Certifications less prominent	**Criteria**	➜ Small business & socioeconomic considerations
★ Allowing commercial & subcontract experience projects ★ Allowing alternatives to NAICS (e.g., PSCs, invoices)	**Experience**	➜ Specific parameters for qualifying projects (e.g., number, dollar value)

Intent for RFI #2 Findings

Industry RFI questions:

- *What information was gleaned from the latest RFI?*

- *What do you intend to do with our response data?*

Jill Akridge
Stakeholder Engagement
PSHC-dev@gsa.gov

Intent for Market Capability Data Collected

Domain design considerations	**Evaluating Domain alignment, gaps, overlaps & niche services**
Evaluation criteria baseline	**Formulating Domain-level minimum standards**
Small business strategy	**Determining reasonableness of draft criteria based on market capabilities in each Domain**
Follow-on inquiry	**Identifying Domains requiring additional research or engagement**

RFI Example: Facilities

Market & Small Business

Relative Distribution of Socio- economic RFI Participation to Market Averages (by dollar)
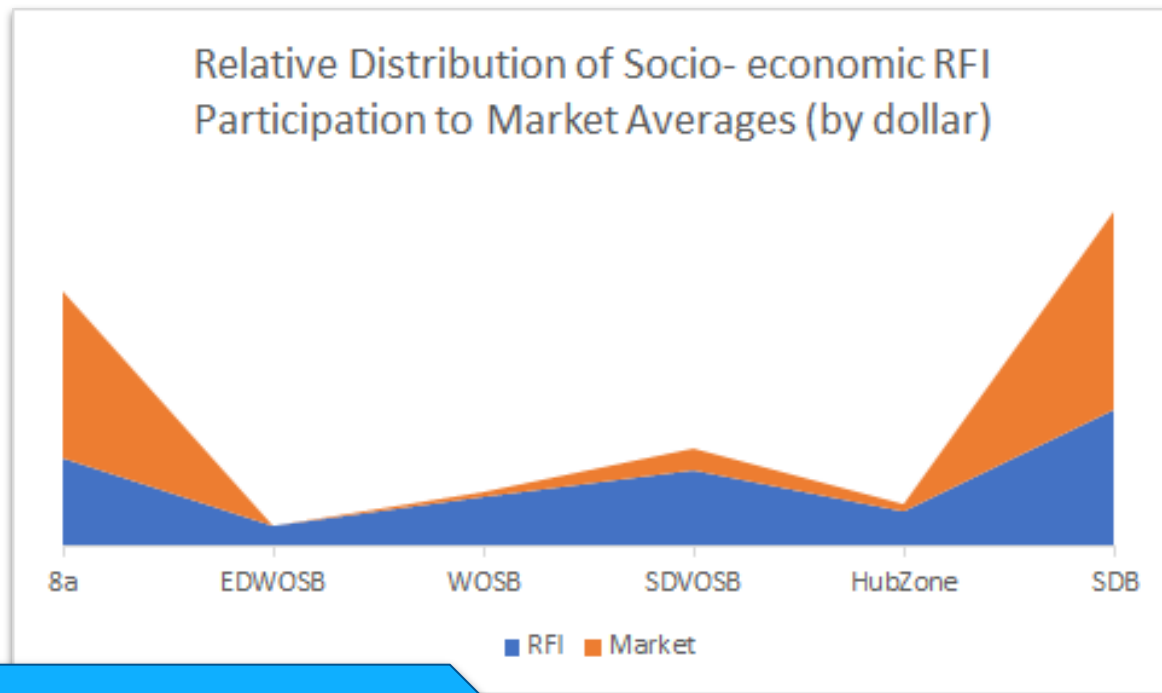
Market averages based on 5-year FPDS spend for **NAICS 561210**

(Construction PSCs removed)

Informs small business strategy

RFI Example: Facilities

Domain Alignment & Analysis

Facility + Installation Maintenance Services

	Prime (Federal)	Prime (Commercial)	Subcontractor	No Experience
B(a)	53%	10%	16%	21%
WOSB	27%	10%	13%	50%
SDVOSB	48%	5%		48%
SB Only	45%	8%	8%	40%
HUBZone	50%	11%	11%	28%
EDWOSB	18%	18%	18%	46%
SBA	46%	11%	16%	27%
Large	43%	16%	21%	20%
Overall	44%	10%	15%	31%

Logistics: Material Management, etc

	Prime (Federal)	Prime (Commercial)	Subcontractor	No Experience
B(a)	49%	5%	10%	36%
WOSB	33%	7%	7%	52%
SDVOSB	52%	2%	11%	34%
SB Only	36%	13%	15%	36%
SBA	46%	4%	7%	43%
Large	47%	10%	20%	23%
HUBZone	36%	14%	7%	43%
EDWOSB	30%	10%		60%
Overall	44%	8%	15%	33%

Informs Domain design

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RFI Example: Facilities

Domain Baseline Data:
Count of Past Awards

Indicate the number of contracts (0 to 10+) aligning to Facilities Services that your company has been awarded based on the following ranges of annual expenditure. For subcontractor experience, only refer to the value of the subcontract.

Annual Expenditure:	0	1	2	3	4	5	6	7	8	9	10+
SAT ($250K) - $1M	31	26	15	11	2	6	2	2	2	1	29
$1M - $5M	25	36	27	16	11	7	5	2	0	1	27
$5M - $10M	47	21	11	13	1	4	3	1	2	2	16
$10M - $25M	51	20	14	4	5	5	3	0	0	0	11
>$25M	51	20	10	7	2	2	0	2	1	0	17

Average Award Counts
by Respondent Type

Type	Prime	Any
8(a)	17.6	23.6
WOSB	11.2	18.1
SDVOSB	11.7	15.3
SB Only	10.5	16.2
SBA	14.3	20.2
Large	17.2	30
HUBZone	16.4	22.8
EDWOSB	9.5	19.8
Overall	14	21.7

Informs evaluation criteria

RFI Example: Facilities

Additional Engagement

Upcoming Facilities Topics:

- Facilities Management common practices
  - Subcontracting vs. prime experience
  - Pricing strategies
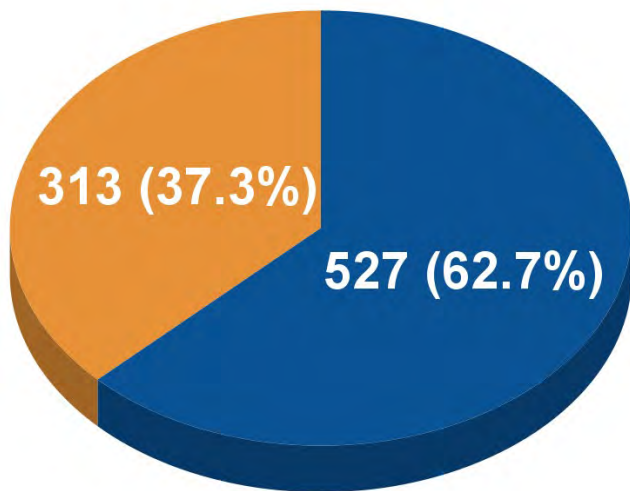 - Commercial best practices

Other Domains & Topics:

- To be determined
- Updates & opportunities will be shared on Interact
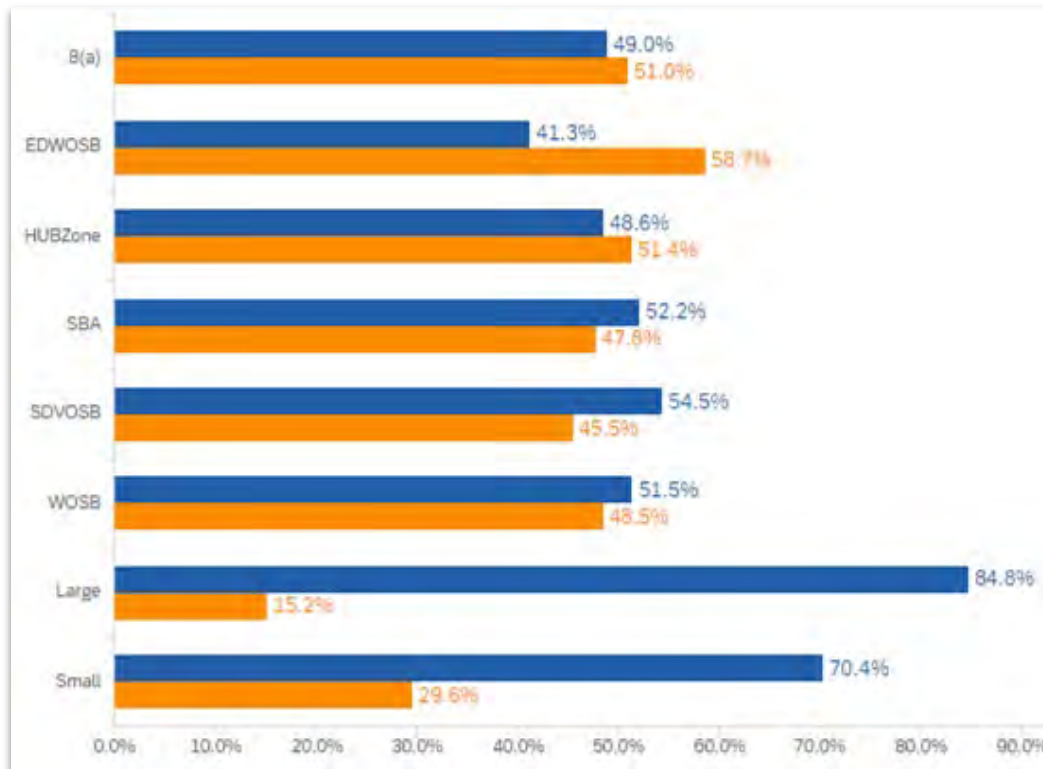
Informs Domain design

Overall Results: OCONUS Experience

Has OCONUS experience
No OCONUS experience

Pie chart:
- 313 (37.3%)
- 527 (62.7%)

Bar chart (Has OCONUS experience / No OCONUS experience):
- 8(a): 49.0% / 51.0%
- EDWOSB: 41.3% / 58.7%
- HUBZone: 48.6% / 51.4%
- SBA: 52.2% / 47.8%
- SDVOSB: 54.5% / 45.5%
- WOSB: 51.5% / 48.5%
- Large: 84.8% / 15.2%
- Small: 70.4% / 29.6%

Informs follow-on inquiry

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Q&A

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Thank you!

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